

REPLACEMENT SHEET

1000

Real Estate

DDS

Parameters

Delete

Probability

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[Denver Office CMBS version 1]

WELCOME

Sample User

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Functions

Statistics

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- Score
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- GE Capital
- KeniState.com
- FPR
- On-bank Debt Pricing Matrix
- CMBS Pricing Matrix
- Strike Zone Information
- GE Hurdle data
- Valuation Assumption Guidelines

Digital Deal Screen

Deal Parameters

Evaluation Date

Deal Name

Market

Product Type

Collateral Type

Collateral Subtype

Notes

Market Hurdle

☒ Use Current Data Set

①

①

①

☐ Mixed

①

①

Low

Med

High

Next >>>

FIG. 10

REPLACEMENT SHEET

1105

Collateral Type (Pull Down Menu)	Collateral Type (for market hurdle)
Office - CBD (Class A)	Office
Office - CBD (Class B)	Office
Office - Suburban (Class A)	Office
Office - Suburban (Class B)	Office
Multifamily - Class A	Multifamily
Multifamily - Class B	Multifamily
4/5 Star Mobile Home	Multifamily
3 Star Mobile Home	Multifamily
Grocery/ Drug Store	Retail
Community Center	Retail
Power Center	Retail
Regional Mall	Retail
Industrial - Class A	Industrial
Industrial - Class B	Industrial
Self-Storage	Industrial

FIG. 11A

1110

Product Type	Product Type (for market hurdle)
On-book Debt, S/T, fixed rate	Debt, S/T
On-book Debt, S/T, floating rate	Debt, S/T
On-book Debt, L/T, fixed rate	Debt, L/T
On-book Debt, L/T, floating rate	Debt, L/T
CMBS (fixed rate)	Debt, L/T
CMBS (floating rate)	Debt, L/T
Equity, S/T	Equity, S/T
Equity, L/T	Equity, L/T

FIG. 11B

REPLACEMENT SHEET

1200

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[Denver Office ONDS version 1]

Parameters Details Probability

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• CUBS Pricing
• Matrix
• Strike Zone
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• OC Hurdle data
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• Acquisition
• Guidelines

Digital Deal Screen
Deal Details

Deal Detail #
Amortization 30 year amortization
Term 10 years
Deal Purpose Purchase, > 20% equity
Escrows Tax and insurance escrows
Replacement Rcvr \$0.20 per SF or more
Defecance/YM Yard maintenance
Lockbox Lockbox
Interest Only No interest only period

Asset Specific
Property Class A
Tenant Profile Multiple tenants
Location WSA population > 250,000
Lease Provision > 50% of leases expire in any 3-year period
Parking Suburb - on-site (3.5 per 1000 SF)

Details
Loan Size \$10,000,000
NOI after Replacement Reserves \$1,700,000
Cap Rate 9.5%

Spread (bps over index) 250
CF before Debt Service \$1,500,000

FIG. 12

REPLACEMENT SHEET

1300

Deal Purpose	Price Impact	Proceed Impact	Deal Impact
Purchase, <5% equity	10	0%	0
Purchase, 5-9.9% equity	0	0%	0
Purchase, 10-20% equity	0	0%	0
Purchase, >20% equity	-10	0%	0
Refinance, 0-5% equity	10	0%	0
Refinance, 5-10% equity	0	0%	0
Refinance, 10-20% equity	0	0%	0
Refinance, >20% equity	-10	0%	0
Cash out	20	0%	0
Deserved cash out (no penalty)	0	0%	0

FIG. 13

REPLACEMENT SHEET

1400

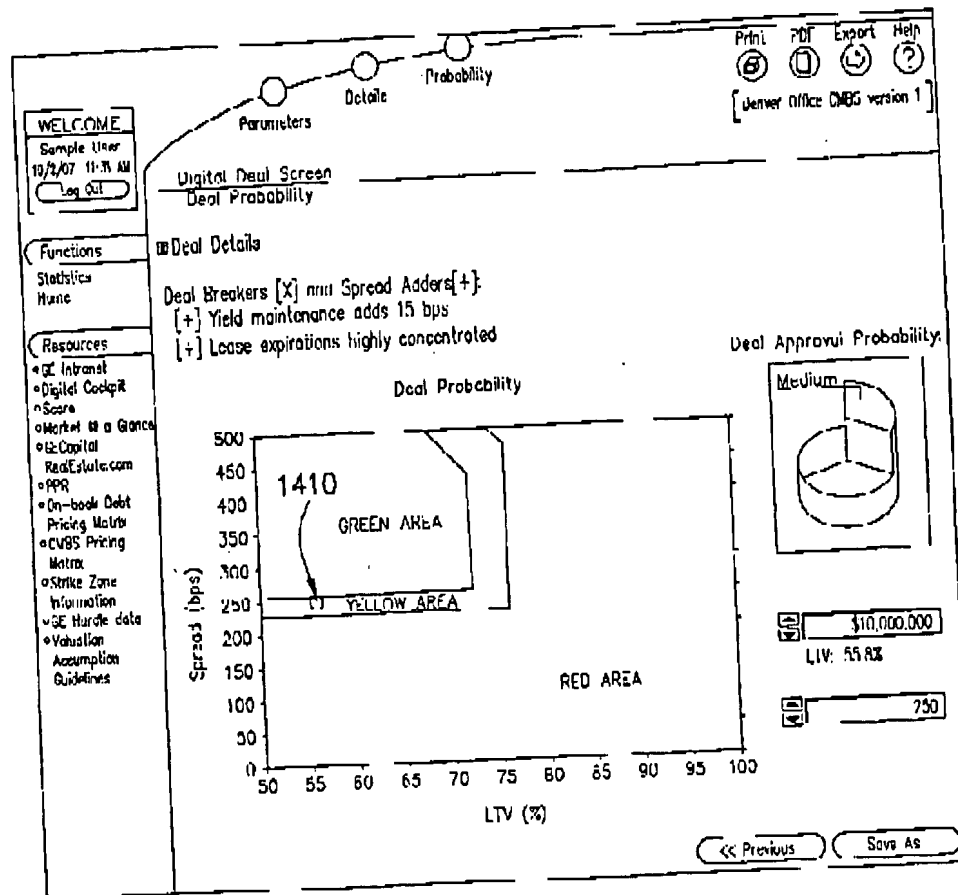


FIG. 14